

Message Text

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47

ACTION COME-00

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FM AMEMBASSY QUITO

TO SECSTATE WASHDC 7457

INFO AMCONSUL GUAYAQUIL

C O N F I D E N T I A L QUITO 2563

FOR COMMERCE

E. O. 11652: GDS

TAGS: BEXP, EFIS, PFOR, EC

SUBJECT: U. S. DIB ON ECUADOREAN FISHING COMPLEX

REF: QUITO 2472, 2427

1. COMMANDER RODRIGO RIVADENEIRA, SUBSECRETARY FOR FISHERIES OF MINISTRY OF NATURAL RESOURCES, IN RECENT CONVERSATION WITH EMBOFFS STRESSED AGAIN HIS DESIRE FOR AN AMERICAN FIRM TO WIN THE BID FOR THE CONSTRUCTION OF THE FISHING COMPLEX. BUT, HE ADDED, THE ONLY U. S. FIRM PREQUALIFIED, STARKIST FOODS, INC., DOES NOT SEEM TO HAVE THE FINANCIAL RESOURCES NOR THE NEEDED EXPERTISE IN ALL OF THE VARIOUS PHASES OF THE CONSTRUCTION PROJECT. RIVADENEIRA ALSO ADDED THAT THE OTHER COMPANIES QUALIFIED HAVE THE FULL BACKING OF THEIR GOVERNMENTS.

2. RIVADENEIRA ALSO WAS VERY BLUNT AND EMPHATICALLY STRESSED THAT IF HR 7117 (SEE QUITO 2427) IS IMPLEMENTED STARKIST WILL NOT BE AWARDED THE CONTRACT.

3. COMMENT: RIVADENEIRA HAS BEEN STRESSING ALL ALONG THAT HE FAVORS A U. S. FIRM BEING AWARDED THE CONTRACT FOR THE FISHING COMPLEX AND APPEARS TO BE COACHING THE EMBASSY INDIRECTLY AS TO WHAT ADDITIONAL REQUIREMENTS ARE NEEDED
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BY THE U. S. FIRM TO BE THE WINNER. THERE APPEARS TO BE A DESIRE ON THE PART OF GOE THAT THE WINNING FIRM BE A CONSORTIUM OF SUCH MAGNITUDE AS TO BE " WORTHY" OF SUCH AN IMPORTANT ECUADOREAN PROJECT. STARKIST SHOULD BE ADVISED TO FORM A CONSORTIUM OF SOME SORT AND TO STRESS THE CONSORTIUM ASPECT OF THEIR BID AS MUCH AS POSSIBLE.

4. JORGE I. MONTALVO, STARKIST REPRESENTATIVE, WAS IN QUITO AND WAS GIVEN THE ABOVE BASIC INFORMATION. MONTALVO HAD TALKED TO RIVADENEIRA AND HAD GIVEN HIM SOME BACK-GROUND INFORMATION ABOUT STARKIST AND STRESSED THE FACT THAT STARKIST WAS A SUBSIDIARY OF H. J. HEINZ CO. WHICH HAS AMPLE RESOURCES AND EXPERTISE. STARKIST EVIDENTLY WAS RELUCTANT TO BID ON THE COMPLEX INITIALLY AND SHOULD BE HELPED AND ENCOURAGED AS MUCH AS POSSIBLE TO ENSURE THAT IT REMAINS IN THE RUNNING.
BURNS

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*** Current Classification *** CONFIDENTIAL

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